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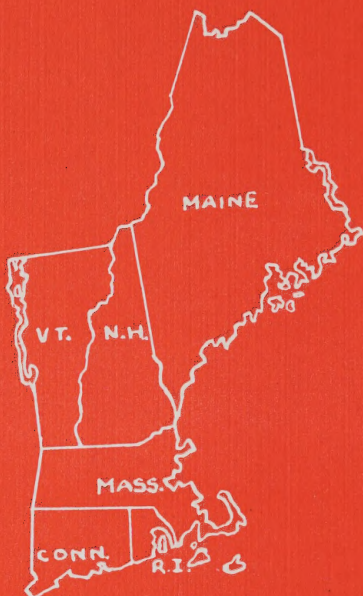
*Buy your*  
**FARM SUPPLIES**  
*Cooperatively*





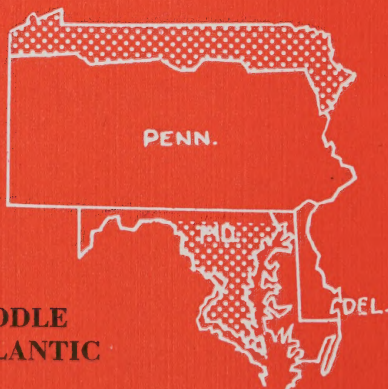
# Eastern States Serves Two Great Farm Markets

## NEW ENGLAND



Two of the major farming areas of the Northeast—New England and the Middle Atlantic States — are served by the Eastern States Farmers' Exchange. In this territory are 60 regional warehouses and 500 local representatives rendering member service.

## MIDDLE ATLANTIC



# *What it Means to* **BUY COOPERATIVELY**

**GET ACQUAINTED** — For folks not familiar with Eastern States commodities — the organization's ideals and policies — this folder has been prepared. It has not been planned to tell all the story. It is just a "get acquainted" issue.

**THE ORGANIZATION**—The Eastern States Farmers' Exchange is a purchasing cooperative. To the farmers using it the Exchange is the "purchasing department" of their farms. They own it. They pay its costs and receive its savings. You can start buying Eastern States supplies today. You pay no dues, buy no stock. You "pay your way" and "share your way"—cooperatively.

**GOAL** — The goal of Eastern States is to serve members with higher and higher value-in-use commodities. All the items which the cooperative distributes must pass exhaustive tests and stand rigid research. Each item is challenged with this question: "What is the dollars and cents value to the man who uses the products to make his living?" That's what is meant by value-in-use.

**CASH PROGRAM** — Eastern States deals for cash without exception. Credit costs folks money. It makes for more bookkeeping and necessitates more employees. In credit systems, the fellow who pays also has to stand for debts of those who fail in their obligations. The Eastern States cash program saves those needless extra costs and passes the saving on to the members.

**WHY COOPERATIVE** — The man who purchases cooperatively deals with his own business. He owns the business — sets its policies — controls its quality and shares in its economies.

**MORE ABOUT EASTERN STATES** — There are special booklets to tell all phases of the Eastern States story. Use the back cover for the special publications you'd like to have.

## **A CURRENT PROBLEM**

The critical feed situation necessitates that all Eastern States feeds be distributed only according to quotas.

Current prices, details concerning purchase and delivery of Eastern States supplies may be obtained from local representatives, regional warehouses or by writing to:

**Eastern States Farmers' Exchange**  
**West Springfield, Massachusetts**



# EASTERN STATES FEEDS

## DAIRY FEEDS

### FULPAIL

A dairy ration to supplement roughage or pasture of average or less-than-average quality.

### SIXTEEN

A grain ration to supplement good pasture or roughage.

### FITTING RATION

A 14% protein ration. For young stock, dry cows and bulls.

### CALVING RATION

Fed to cows, pigs and sheep the last 10 days or so before giving birth to young.

### CALF STARTER

A grain-ration fed dry as a substitute for milk to calves, lambs, kids and pigs.

### CALF TABLETS

Aids in preventing nutritional scours, colds, pneumonia and navel ill.

## LIVESTOCK FEEDS

### SUPPLEMENT—32%

Used to balance homegrown grains for milking cows and steers.

### HORSE FEED

A complete grain mixture for horses.

### PIG STARTER AND BREEDER

Used for young pigs up to 75 pounds and for breeding stock.

### PORK BUILDER

For pigs from 75 pounds up.

### HOG SUPPLEMENT

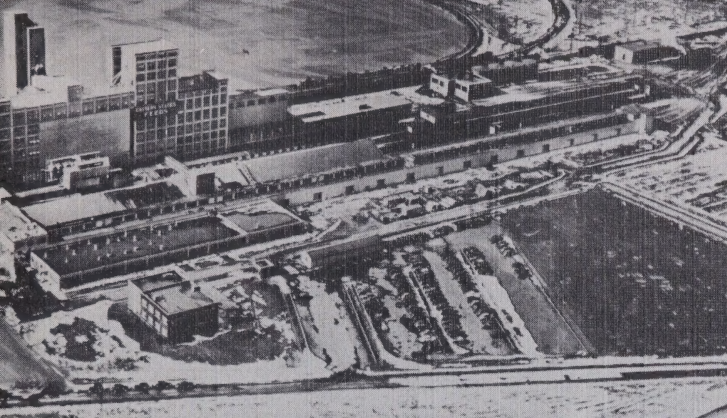
Used for balancing homegrown grains.

### SHEEP AND GOAT FEED

A concentrate for sheep and goats.

*Use Back Cover to Obtain These Valuable Booklets*





Entirely owned and operated by members, this huge mill at Buffalo is devoted exclusively to the manufacture of Eastern States commodities.

## **POULTRY FEEDS**

### **BROILER RATION**

For broilers until ready for market.

### **STARTING MASH**

Used for the first four to six weeks.

### **DEVELOPER MASH . . .**

### **ALL MASH DEVELOPER**

For pullets and breeding cockerels from eight weeks until production age.

### **BREEDER CONCENTRATE PELLETS**

A feed which fully and easily converts market egg mashes into breeding rations. For all classes of poultry.

### **EGG MASH**

For market egg production.

### **ALL-MASH EGG**

Complete feed to be used without scratch.

For market egg production.

### **FLUSHING MASH**

For controlling coccidiosis and stimulating vigor and appetite.

### **HEN SUPPLEMENT**

To be used with homegrown grains.

### **SCRATCH**

A mixture of hard grains.





## TURKEY FEEDS

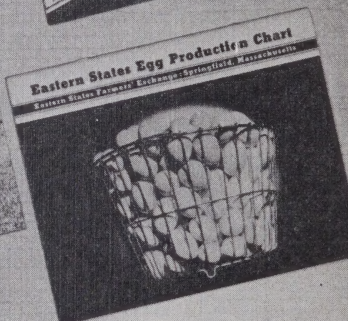
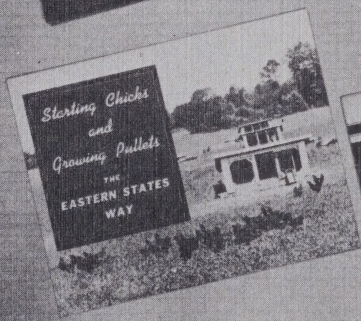
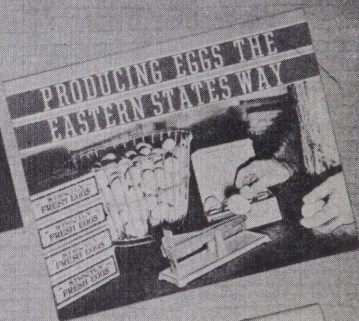
### TURKEY-START

To be used the first eight weeks. Available February through September.

### TURKEY-GROWER

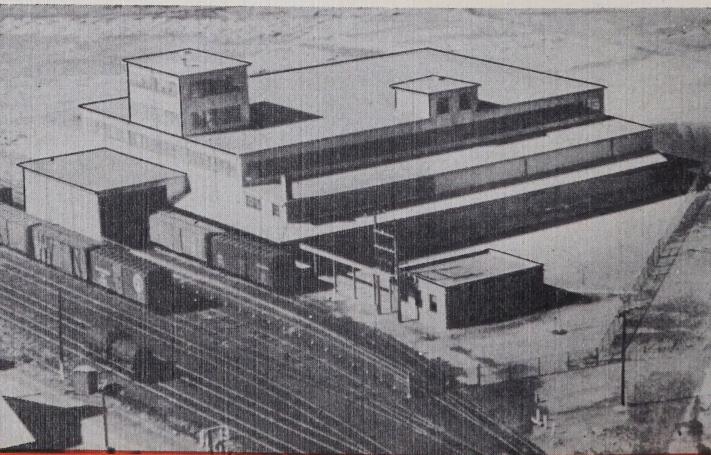
To be used from eight weeks through to marketing since it does not contain fish meal or fish oil.

*Use Back Cover to Obtain These Valuable Booklets.*



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Eastern States Fertilizer Plants — Below is the southern territory plant at Wilmington, Delaware. On the right, the New England facility at North Cambridge, Mass.





# COOPERATIVE EASTERN STATES FERTILIZER SERVICE

A service furnishing members with the fertilizer and lime so important to efficient crop production. Eastern States mixed fertilizers are formulated to provide the necessary plant nutrients, in the proper ratio. Use high analysis grades for added economy in the purchase of plant food.

Grades approved for the current year:

## FERTILIZER MIXTURES

### New England

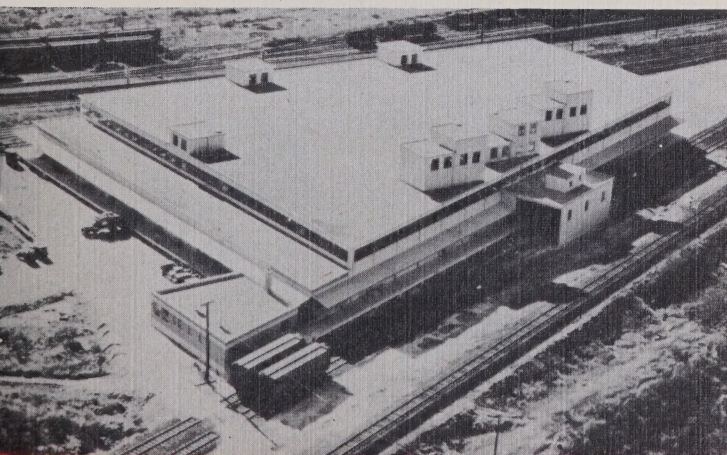
10-10-10	5-15-20
8-24-8	5-10-10
8-16-16	0-10-20 with Borax
8-16-16 Low Chlorine	5-10-5 Home Garden
8-12-20 (Maine)	8-4-8 Tobacco
8-12-16 (Maine)	5-5-15 Tobacco
6-18-18 (New Hampshire)	

### Middle Atlantic

10-10-10	0-24-12
8-24-8	0-20-20
8-16-16	0-19-19 with Borax
6-18-18 (Pa.)	5-10-5 Home Garden
5-20-10	4-12-20 Tobacco
5-15-20	

## FERTILIZER MATERIALS

Ammonium Nitrate	32.5% Nit.
Cyanimid	21% Nit.
Nitrate of Soda	16.0% Nit.
Uramon	42.0% Nit.
Superphosphate, Granular and Pulverized.	
	20.0% A.P.A.
Triple Superphosphate	47.0% A.P.A.
Muriate of Potash	60.0% K <sub>2</sub> O
Sulphate of Potash	48.0% K <sub>2</sub> O
Granular Borax	
Gypsum (Calcium Sulphate)	New England
Magnesium Sulphate	
Manganese Sulphate	
Liming Materials	



# EASTERN STATES SEED SERVICE

A complete cooperative seed service is maintained to supply members with desirable varieties of field seeds, vegetable seeds and seed potatoes.

Seed orders should be placed at Eastern States warehouses or with local representatives. The West Springfield office will accept and fill vegetable seed orders by mail during the winter and early spring months.

Listed here are items generally available:

## FIELD SEEDS

### LEGUMES

Medium Red Clover —  
Cold Res't Strain  
Medium Red Clover —  
Anthracnose Res't Strain\*  
Mammoth Red Clover  
Alsike Clover  
Ladino Clover  
Korean Lespedeza  
(Dehulled)\*  
W. B. Sweet Clover  
(Scarified)  
Crimson Clover  
Grimm Alfalfa  
Variegated Alfalfa  
Hardy Common Alfalfa  
Soybeans  
Field Peas  
Hairy Vetch (Winter)  
\*For Delaware, Maryland  
and Southern Pennsylvania only.

### GRASSES

Timothy-Alsike (80-20)  
Timothy  
Redtop  
Kentucky Bluegrass  
Orchard Grass  
Chewings Fescue  
Domestic Ryegrass  
Rhode Island Bent Grass  
Reed Canary Grass  
Smooth Brome Grass

### EMERGENCY CROPS

Japanese Millet  
Hungarian Millet

Sudan Grass  
Dwarf Essex Rape

### HAY-PASTURE MIXTURES

Mixture No. 1 — for well-drained, slightly acid soils for hay and pasture.  
Mixture No. 2 — for moist or acid soils primarily for hay.  
Mixture No. 3 — for well-drained, well-limed soils for hay and pasture.  
Mixture No. 4 — for well-drained, well-limed soils primarily for hay.  
Mixture No. 5 — for moist, slightly acid soils for hay and pasture.

### LAWN MIXTURES

Velvet Green

### SPRING GRAINS

Rival Wheat  
Wis. 38 (Smooth) Barley  
Selected Barley  
Jap. Buckwheat  
Selected Buckwheat  
Sunflower  
Lenroc Oats  
Upright Oats  
Vicland Oats  
Selected Oats



Use coupon on back cover to order these valuable booklets.



## FALL GRAINS

Thorne Wheat  
Selected Wheat  
Rosen Winter Rye  
Selected Rye  
Wong Winter Barley\*  
Kentucky No. 1 Winter Barley\*  
Rye-Vetch (70-30)  
Wheat-Vetch (70-30)  
\*For Delaware, Maryland and Southern Pennsylvania only.

## CORN

Maine B  
Minhybrid 800  
Cornell 11  
Cornell 29-3  
Ohio M-15  
Ohio K-24  
W. B. Sweepstakes  
Iowa 939  
Iowa 4316  
Indiana 608  
Ohio 92  
U. S. 13  
Illinois 885A  
Illinois 448

## SEED POTATOES

Chippewa	Irish Cobbler	Russet Rural
Green Mountain	Katahdin	Sebago

A complete story of Eastern States Seed Potato Service is told in this booklet. Ask for this and other booklets by using coupon on back cover.



## VEGETABLE SEEDS

A special Vegetable Seed catalogue is available during early spring each year from the West Springfield office.

Asparagus-seed	Lettuce — loose leaf, butter and crisp head types.
Beans — green, wax field, shell and lima — dwarf and pole	Muskmelon — early to late types, salmon flesh.
Beets	Watermelon — early to late types.
Broccoli — green sprouting	Onion — seed, yellow and white, early and late.
Cabbage — (regular and yellows resist't) early, mid season, late, green, savoyed and red.	Parsley — moss curled.
Chinese Cabbage — tall.	Parsnip — long, thick.
Cauliflower — early and late types.	Pea — dwarf and tall, early and late wrinkled seed and edible pod.
Carrots — early, mid season and late.	Pepper — sweet and hot, early and late.
Celery — green type.	Pumpkin — fall and winter.
Chard — light and dark green.	Radish — early and late, white and scarlet.
Sweet Corn — hybrid and open pollinated, yellow and white, early, mid season and late.	Salsify
Cucumber — pickling and slicing.	Spinach — early and long standing, blight resistant.
Eggplant	Squash — summer and winter.
Endive — broad and curled leaf.	Tomato — early and late.
Kale—Scotch and Siberian.	Turnip — early and late.
	Rutabaga — yellow and white.

# FARM SUPPLY SERVICES

**SPRAY MATERIALS** — Illustrated are a few spray material items from the line of insecticides and fungicides distributed by Eastern States. The materials are selected to offer a complete service to orchard men and vegetable growers throughout the entire territory. The Buffalo laboratory aids in selection and checking of products against rigid specifications. Available are:

## INSECTICIDES

Calomel Talc Dust  
Calcium Arsenate  
Lead Arsenate  
Nicotine Sulfate  
Insect Dust for Vegetables (Rotenone)  
DN Powder — Winter  
DN-4 Dust — Summer  
DN-111 Spray — Summer  
Dormant Spray Oil

## FUNGICIDES

Copper Sulfate  
Monohydrated Copper  
N-C Dust (Neutral Copper)  
Neutral Copper Fungicide  
Copper Lime Dust (20-80)  
Lime Sulfur Solution  
Dry Lime Sulfur  
Dusting Sulfur  
Wettable Sulfur

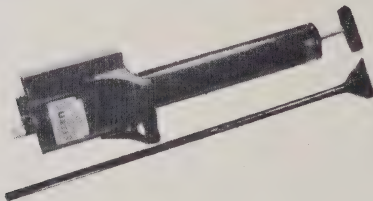
## COMBINATION INSECTICIDE AND FUNGICIDE

Insect Fungus Dust for Vegetables (Neutral Copper — Rotenone)  
N-C-A Dust (Neutral Copper — Calcium Arsenate)  
Copper Lime Arsenical Dust (20-60-20)  
Sulfur Lead Dust, 85-15 and 75-25

## OTHER MATERIALS

Spray Lime  
Filmfast (sticker)

Hormone Spray  
Hormone Dust



**DUSTERS** — The Eastern States dusters are available in one and two-quart sizes. They are designed to thoroughly cover the foliage with a fine cloud of dusting material. A crank-type unit is also available.



**CROW JINX** — A crow repellent, formulated by Eastern States, which gives good results when directions are carefully followed.

**PARA-DICHLORO-BENZENE** — An easy-to-use, effective moth killer. Also used for the control of peach tree borer and tobacco downey mildew.



**BINDER TWINE** — Eastern States Binder Twine meets the farmer's specifications for tensile strength and proper operation in mechanical binder equipment.



**PAINT** — A carefully selected, complete line of exterior, interior and special finishes particularly adapted to farm and home use. These paints are scientifically prepared in a well-equipped plant, with best quality materials and by experienced personnel. They are proven on Eastern States' own test fence against competitive lines. Write for the descriptive booklet "Farm Painting in Wartime," color card and price list.



**PAINT BRUSHES** — Due to the shortage of bristles, good paint brushes are no longer obtainable for civilian use, and Eastern States is not carrying a stock of the substitutes.



**ASPHALT AND FIBER LIQUID CEMENT** — A general-purpose asphalt-base roof coating for brush application. Especially adapted to use over Eastern States smooth surface roll roofing. It gives a durable, pliable, waterproof finish.



**SHINGLES** — For the present, only one shingle, a standard 12" x 36" type, is offered to the membership, due to War Production Board restrictions. It is the best of those now produced.

**ROOFING NAILS** — A special spiral nail combining screw and nail action was chosen to give greater adherence to the roof deck. The coating of zinc is much heavier than that found on the average roofing nail — providing a longer, rust-free life.



**ROLL ROOFING** — Light and heavy-weight smooth surface roll roofing, plus a high-quality 90-pound mineral surface material, a special 19-inch overlap roll and 15-pound asphalt felt comprise the selections which meet every farm need.



**MOTOR OIL** — Eastern States Motor Oil is a quality product, produced under careful laboratory supervision and blended to give correct lubrication, long life to automobile, truck and tractor motors, Its low cost combined with quality is a typical example of economy and value through cooperative purchasing. Available in five viscosities.



**OIL CLAROFIER** — Use less motor oil by eliminating changes and save motor wear by installing an Eastern States WGB Clarofier. Models available for every type of automobile, truck and tractor.



**OIL CLAROFIER FILTER CARTRIDGE** — A renewable filter cartridge for the Eastern States Clarofier — built for long life and thorough clarifying of all viscosities of motor oil.

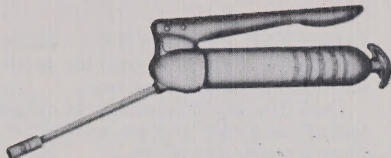
**EASTERN STATES WHEEL BEARING GREASE** — Is a stringy, tough lubricant which clings to moving parts regardless of speed. It is suitable for exposed gears on farm machinery. Available only in five-pound cans.



**EASTERN STATES GEAR LUBE** — Is designed to meet all requirements for transmission and differential lubrication. It may be used safely in equipment employing hypoid gears. In northern areas, where extremely low temperatures prevail, Eastern States 10W Motor Oil may be added during winter months. Available in 25-pound containers.

**EASTERN STATES CUP AND GUN GREASE** — Is a smooth, medium-heavy lubricant designed for all greasing applications on farm machinery and ideal for truck or car chassis lubrication. It is resistant to water in open bearings and can be used satisfactorily on most water pumps. It has a wide variety of other farm uses. Available in five-pound and 25-pound containers.





**EASTERN STATES GREASE GUN** — Is selected to effectively apply cup and gun grease to machines equipped with fittings. It has an 18-ounce capacity and delivers a pressure of 10,000 pounds. A special swivel coupler permits servicing hard-to-reach fittings. A gear lube pump and suction gun are also available.

**ANTI-FREEZE** — An ethyl-alcohol anti-freeze containing a good rust inhibitor and providing certain, economical radiator protection.



**FLY SPRAY** — An effective fly spray, equally efficient for barn and home use, it has a pleasant odor and will not stain. Excellent for moth control.

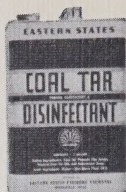
**MILK STRAINER DISCS** — A double gauze-faced disc selected for efficiency, speed, and thoroughness of milk straining.



**DAIRY BACTERICIDE** — A dry powder, chemically stable, which dissolves rapidly in water and contains 35 percent of available chlorine. It is designed to meet the needs of Eastern States dairymen.

**DAIRY CLEANSER** — Formulated and produced at the Buffalo Mill, this cleanser is 100 percent alkaline and designed especially for dairy usage. It is also adaptable to a wide variety of other farm and home uses.





**COAL TAR PRODUCTS** — Eastern States distributes a group of coal tar products valuable for numerous farm uses.

**Coal Tar Disinfectant**... Is an all-purpose, refined creosote oil base antiseptic. It has a phenol coefficient of six.

**Cresylic Disinfectant** — Another coal tar derivative and meets government specifications where indemnity is involved. Its phenol coefficient is five.

**Poultry Mite Paint** — Applied to roosts and dropping boards, it gives protection against poultry mites for one year.

**Creosote Oil** — A highly refined light creosote oil for preservation of wood.



**LIVESTOCK SPRAY** — A long-lasting, non-irritating fly repellent designed to keep cows and other animals comfortable while in the pasture.

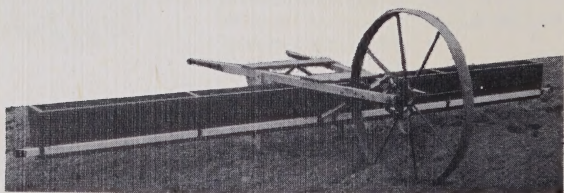
### **CHICK FEEDER** —

Is a sanitary, economical cardboard feeder for young chicks. Each feeder accommodates 24 chicks to an age of four weeks — indispensable to the poultryman employing good practices.



**HENSTOPIX** — An economical, efficient method of controlling cannibalism without upsetting production, or causing discomfort to the birds.

**FURNITURE POLISH** — Eastern States Furniture Polish is based on a high-grade mineral oil and is designed as a varnish food as well as a polish.



**FERTILIZER DISTRIBUTOR** — Wheelbarrow type fertilizer distributor with a 10-foot hopper and large flat-rimmed wheel easily adjusted to care for most field seed and fertilizer.



# FLOURS AND CEREALS



**BREAD FLOUR** — Is a white flour, excellent for making baking powder biscuits and for all baking in which yeast is used as the leavener. It is enriched according to Government specifications and available in units of 25 pounds.

**PASTRY FLOUR** — Is a white flour especially adapted to all general baking, except that in which yeast is used for leavening. It is available in 25-pound units.



**WHOLE WHEAT FLOUR** — Is a hard wheat, whole grain flour to be used with Bread Flour in general baking. It is available in units of five and 25 pounds.

**GRAHAM FLOUR** — Is a soft wheat, whole grain flour to be used with Pastry Flour in general baking. It is available in units of five pounds.



**RYE FLOUR** — A medium-ground, 100 percent rye product, is available in five pound units.

**ROLLED OATS** are available in units of five and 100 pounds. This is an excellent cereal for breakfast use, and also combines well with other ingredients in cookies, meat loaves, puddings, and breads.



**ROLLED WHEAT** is a cereal available in five pound units to be used in combination with, or in place of, Rolled Oats.

**ROLLER CORN MEAL** — Is a medium-ground, yellow corn meal, available in five-pound units, for table use.



**Use Back Cover to Obtain Eastern States  
Descriptive Booklets.**

Please send the following commodity booklets:

**ORGANIZATION**

- ☐ By-laws of the Eastern States Farmers' Exchange (1531)  
☐ A Story of Organized Thrift (1532)  
☐ Why Eastern States Sticks to the Cash Program (1570)  
☐ Buy Your Farm Supplies Cooperatively (1526)

**DAIRY FEEDING AIDS**

- ☐ Growing Dairy Stock (1511)  
☐ Handling the Dairy Herd (1585)  
☐ Calf Feeding Table (1575)  
☐ Dairy Herd Record Book (1533)

**MISCELLANEOUS FARM**

**SUPPLIES**

**POULTRY FEEDING AIDS**

- ☐ Starting Chicks and Growing Pullets (1557)  
☐ Producing Eggs (1573)  
☐ Egg Record Chart (1527)  
☐ Growing Turkeys (1578)  
☐ Farm Painting in Wartime (1519)  
☐ Wise Use of Motor Oil (1539)  
☐ Coal Tar Products for Defense in Farming (1516)  
☐ Wartime Roofing on the Farm (1593)

**SEED SERVICE**

- ☐ Spring Seedlings (1595) ☐ Fall Seedlings (1523) ☐ Seed Potatoes (1545)

NAME.....

ADDRESS.....

**PASTE TO POST CARD AND MAIL TO**

**Eastern States Farmers' Exchange  
West Springfield, Massachusetts**